

B 25C (Official Form 25C) (12/08)

## UNITED STATES BANKRUPTCY COURT

In re

Debtor

P3 Foods LLC

Case No.

16 320-21

Small Business Case under Chapter 11

### SMALL BUSINESS MONTHLY OPERATING REPORT

Month:

OCTOBER

Date filed:

OCTOBER 6<sup>th</sup> 2016

Line of Business:

Burger King Franchise

NAISC Code:

722513

IN ACCORDANCE WITH TITLE 28, SECTION 1746, OF THE UNITED STATES CODE, I DECLARE UNDER PENALTY OF PERJURY THAT I HAVE EXAMINED THE FOLLOWING SMALL BUSINESS MONTHLY OPERATING REPORT AND THE ACCOMPANYING ATTACHMENTS AND, TO THE BEST OF MY KNOWLEDGE, THESE DOCUMENTS ARE TRUE, CORRECT AND COMPLETE.

RESPONSIBLE PARTY:

(X)

Original Signature of Responsible Party

LEG P3 Foods LLC

Printed Name of Responsible Party

Anthony Pendolino, CEO P3 Foods LLC

Questionnaire: (All questions to be answered on behalf of the debtor.)

	Yes	No
1. IS THE BUSINESS STILL OPERATING?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. HAVE YOU PAID ALL YOUR BILLS ON TIME THIS MONTH?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. DID YOU PAY YOUR EMPLOYEES ON TIME?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4. HAVE YOU DEPOSITED ALL THE RECEIPTS FOR YOUR BUSINESS INTO THE DIP ACCOUNT THIS MONTH?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. HAVE YOU FILED ALL OF YOUR TAX RETURNS AND PAID ALL OF YOUR TAXES THIS MONTH Sales Tax	<input checked="" type="checkbox"/>	<input type="checkbox"/>
6. HAVE YOU TIMELY FILED ALL OTHER REQUIRED GOVERNMENT FILINGS?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
7. HAVE YOU PAID ALL OF YOUR INSURANCE PREMIUMS THIS MONTH?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
8. DO YOU PLAN TO CONTINUE TO OPERATE THE BUSINESS NEXT MONTH?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
9. ARE YOU CURRENT ON YOUR QUARTERLY FEE PAYMENT TO THE U.S. TRUSTEE? N/A	<input type="checkbox"/>	<input type="checkbox"/>
10. HAVE YOU PAID ANYTHING TO YOUR ATTORNEY OR OTHER PROFESSIONALS THIS MONTH?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
11. DID YOU HAVE ANY UNUSUAL OR SIGNIFICANT UNANTICIPATED EXPENSES THIS MONTH?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
12. HAS THE BUSINESS SOLD ANY GOODS OR PROVIDED SERVICES OR TRANSFERRED ANY ASSETS TO ANY BUSINESS RELATED TO THE DIP IN ANY WAY?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
13. DO YOU HAVE ANY BANK ACCOUNTS OPEN OTHER THAN THE DIP ACCOUNT?	<input checked="" type="checkbox"/>	<input type="checkbox"/>

2

Page 2

B 25C (Official Form 25C) (12/08)

14. HAVE YOU SOLD ANY ASSETS OTHER THAN INVENTORY THIS MONTH? ☐ ☒
15. DID ANY INSURANCE COMPANY CANCEL YOUR POLICY THIS MONTH? ☐ ☒
16. HAVE YOU BORROWED MONEY FROM ANYONE THIS MONTH? ☐ ☒
17. HAS ANYONE MADE AN INVESTMENT IN YOUR BUSINESS THIS MONTH? ☐ ☒
18. HAVE YOU PAID ANY BILLS YOU OWED BEFORE YOU FILED BANKRUPTCY? ☐ ☒

### TAXES

DO YOU HAVE ANY PAST DUE TAX RETURNS OR PAST DUE POST-PETITION TAX OBLIGATIONS? ☒ ☐

IF YES, PLEASE PROVIDE A WRITTEN EXPLANATION INCLUDING WHEN SUCH RETURNS WILL BE FILED, OR WHEN SUCH PAYMENTS WILL BE MADE AND THE SOURCE OF THE FUNDS FOR THE PAYMENT.

(Exhibit A)

### INCOME

PLEASE SEPARATELY LIST ALL OF THE INCOME YOU RECEIVED FOR THE MONTH. THE LIST SHOULD INCLUDE ALL INCOME FROM CASH AND CREDIT TRANSACTIONS. (THE U.S. TRUSTEE MAY WAIVE THIS REQUIREMENT.)

TOTAL INCOME \$

### SUMMARY OF CASH ON HAND

Cash on Hand at Start of Month

Cash on Hand at End of Month

PLEASE PROVIDE THE TOTAL AMOUNT OF CASH CURRENTLY AVAILABLE TO YOU TOTAL \$

(Exhibit B)

### EXPENSES

PLEASE SEPARATELY LIST ALL EXPENSES PAID BY CASH OR BY CHECK FROM YOUR BANK ACCOUNTS THIS MONTH. INCLUDE THE DATE PAID, WHO WAS PAID THE MONEY, THE PURPOSE AND THE AMOUNT. (THE U.S. TRUSTEE MAY WAIVE THIS REQUIREMENT.)

TOTAL EXPENSES \$

(Exhibit C)

### CASH PROFIT

INCOME FOR THE MONTH (TOTAL FROM EXHIBIT B) \$

EXPENSES FOR THE MONTH (TOTAL FROM EXHIBIT C) \$

(Subtract Line C from Line B)

CASH PROFIT FOR THE MONTH \$

See attached Financials.

Consolidated and Individual Store Income Statement

B 25C (Official Form 25C) (12/08)

**UNPAID BILLS**

Since October 6 - cash bases  
estimated GAP period payables will  
not exceed  
\$10,000.

PLEASE ATTACH A LIST OF ALL DEBTS (INCLUDING TAXES) WHICH YOU HAVE INCURRED SINCE THE DATE YOU FILED BANKRUPTCY BUT HAVE NOT PAID. THE LIST MUST INCLUDE THE DATE THE DEBT WAS INCURRED, WHO IS OWED THE MONEY, THE PURPOSE OF THE DEBT AND WHEN THE DEBT IS DUE. (THE U.S. TRUSTEE MAY WAIVE THIS REQUIREMENT.)

**TOTAL PAYABLES \$**

(Exhibit D)

**MONEY OWED TO YOU**

PLEASE ATTACH A LIST OF ALL AMOUNTS OWED TO YOU BY YOUR CUSTOMERS FOR WORK YOU HAVE DONE OR THE MERCHANDISE YOU HAVE SOLD. YOU SHOULD INCLUDE WHO OWES YOU MONEY, HOW MUCH IS OWED AND WHEN IS PAYMENT DUE. (THE U.S. TRUSTEE MAY WAIVE THIS REQUIREMENT.)

See Balance  
sheet

**TOTAL RECEIVABLES \$**

(Exhibit E)

**BANKING INFORMATION**

PLEASE ATTACH A COPY OF YOUR LATEST BANK STATEMENT FOR EVERY ACCOUNT YOU HAVE AS OF THE DATE OF THIS FINANCIAL REPORT OR HAD DURING THE PERIOD COVERED BY THIS REPORT.

See attached.

(Exhibit F)

**EMPLOYEES**

NUMBER OF EMPLOYEES WHEN THE CASE WAS FILED?

NUMBER OF EMPLOYEES AS OF THE DATE OF THIS MONTHLY REPORT?

251

**PROFESSIONAL FEES**

**BANKRUPTCY RELATED:**

PROFESSIONAL FEES RELATING TO THE BANKRUPTCY CASE PAID DURING THIS REPORTING PERIOD?

TOTAL PROFESSIONAL FEES RELATING TO THE BANKRUPTCY CASE PAID SINCE THE FILING OF THE CASE?

**NON-BANKRUPTCY RELATED:**

PROFESSIONAL FEES NOT RELATING TO THE BANKRUPTCY CASE PAID DURING THIS REPORTING PERIOD?

TOTAL PROFESSIONAL FEES NOT RELATING TO THE BANKRUPTCY CASE PAID SINCE THE FILING OF THE CASE?

N/A

\$

\$

\$

\$

B 25C (Official Form 25C) (12/08)

**PROJECTIONS**

*see attached*

COMPARE YOUR ACTUAL INCOME AND EXPENSES TO THE PROJECTIONS FOR THE FIRST 180 DAYS OF YOUR CASE PROVIDED AT THE INITIAL DEBTOR INTERVIEW.

	Projected	Actual	Difference
INCOME	\$ _____	\$ _____	\$ _____
EXPENSES	\$ _____	\$ _____	\$ _____
CASH PROFIT	\$ _____	\$ _____	\$ _____

TOTAL PROJECTED INCOME FOR THE NEXT MONTH:

\$ \_\_\_\_\_

TOTAL PROJECTED EXPENSES FOR THE NEXT MONTH:

\$ \_\_\_\_\_

TOTAL PROJECTED CASH PROFIT FOR THE NEXT MONTH:

\$ \_\_\_\_\_

**ADDITIONAL INFORMATION**

PLEASE ATTACH ALL FINANCIAL REPORTS INCLUDING AN INCOME STATEMENT AND BALANCE SHEET WHICH YOU PREPARE INTERNALLY.

*See attached*

F311C  
Debit in Possession  
Consolidated and Individual Store Income Statement  
October 11 ending October 31, 2016  
(See Notes to Income Statement)

	All Stores	% to Sales	139	% to Sales	2473	% to Sales	2794	% to Sales	2920	% to Sales	3519	% to Sales	3970	% to Sales	4006	% to Sales	4669	% to Sales	13662	% to Sales
Store Numbers																				
Gross Sales	\$ 902,270	100.00%	\$ 150,590	100.00%	\$ 117,841	200.00%	\$ 79,798	100.00%	\$ 99,560	100.00%	\$ 83,499	100.00%	\$ 201,953	100.00%	\$ 88,317	100.00%	\$ 83,567	100.00%	\$ 97,745	100.00%
Cost of Goods Sold	\$ 222,522	24.66%	\$ 15,108	23.31%	\$ 35,807	10.38%	\$ 20,804	26.07%	\$ 27,489	22.59%	\$ 20,610	24.68%	\$ 23,039	22.73%	\$ 21,953	24.82%	\$ 22,563	25.80%	\$ 11,179	21.67%
Gross Profit	\$ 679,748	75.34%	\$ 115,482	76.69%	\$ 82,034	69.62%	\$ 58,994	73.93%	\$ 77,071	77.41%	\$ 62,889	75.32%	\$ 78,314	77.27%	\$ 66,394	75.18%	\$ 62,004	74.20%	\$ 76,566	78.33%
Labor																				
Store Managers	\$ 54,080	5.99%	\$ 8,143	4.08%	\$ 7,039	5.97%	\$ 5,705	7.15%	\$ 7,903	7.94%	\$ 3,542	4.24%	\$ 3,542	3.49%	\$ 8,325	9.43%	\$ 4,000	4.79%	\$ 7,880	8.09%
Crew	\$ 217,067	24.06%	\$ 36,301	24.11%	\$ 31,706	26.91%	\$ 17,685	22.41%	\$ 13,312	13.40%	\$ 23,221	27.81%	\$ 22,996	22.68%	\$ 20,873	23.68%	\$ 21,632	25.87%	\$ 23,151	23.69%
Regional Managers	\$ 6,712	0.75%	\$ 748	0.50%	\$ 748	0.63%	\$ 748	0.94%	\$ 748	0.75%	\$ 748	0.90%	\$ 748	0.74%	\$ 748	0.86%	\$ 748	0.90%	\$ 748	0.77%
General Managers	\$ 10,422	1.15%	\$ 1,158	0.77%	\$ 1,158	0.98%	\$ 1,158	1.45%	\$ 1,158	1.26%	\$ 1,158	1.39%	\$ 1,158	1.14%	\$ 1,158	1.30%	\$ 1,158	1.39%	\$ 1,158	1.18%
CEO	\$ 12,000	1.33%	\$ 2,334	0.88%	\$ 1,333	1.11%	\$ 1,333	1.67%	\$ 1,333	1.39%	\$ 1,333	1.56%	\$ 1,333	1.33%	\$ 1,333	1.53%	\$ 1,334	1.60%	\$ 1,334	1.36%
CEO Expenses	\$ 2,000	0.22%	\$ 224	0.15%	\$ 222	0.19%	\$ 222	0.28%	\$ 222	0.22%	\$ 222	0.27%	\$ 222	0.22%	\$ 222	0.25%	\$ 222	0.27%	\$ 222	0.23%
Payroll Taxes	\$ 25,284	2.80%	\$ 3,859	2.59%	\$ 3,248	2.67%	\$ 2,418	3.03%	\$ 2,569	2.58%	\$ 2,501	3.00%	\$ 2,626	2.59%	\$ 2,833	3.21%	\$ 2,302	2.75%	\$ 2,988	3.08%
Total Labor	\$ 327,595	36.31%	\$ 49,807	31.07%	\$ 45,354	16.49%	\$ 29,470	36.93%	\$ 33,745	31.15%	\$ 32,725	39.19%	\$ 32,625	32.19%	\$ 15,492	40.19%	\$ 31,386	37.56%	\$ 37,481	38.35%
Burger King Expenses																				
Royalties	\$ 40,602	4.50%	\$ 6,777	4.50%	\$ 5,303	4.50%	\$ 3,592	4.50%	\$ 4,480	4.50%	\$ 3,757	4.50%	\$ 4,553	4.50%	\$ 3,974	4.50%	\$ 3,761	4.50%	\$ 4,399	4.50%
Rent	\$ 53,415	5.92%	\$ 5,416	3.60%	\$ -	0.00%	\$ 6,250	7.83%	\$ 7,500	7.59%	\$ 7,500	8.99%	\$ 6,250	6.17%	\$ 5,883	6.60%	\$ 7,166	8.58%	\$ 7,900	7.67%
Real Estate Taxes	\$ 23,624	2.62%	\$ 2,953	1.96%	\$ -	0.00%	\$ 2,853	3.70%	\$ 2,953	2.97%	\$ 2,953	3.49%	\$ 2,953	2.91%	\$ 2,953	3.34%	\$ 2,953	3.53%	\$ 2,953	3.02%
Advertising	\$ 36,088	4.00%	\$ 6,024	4.00%	\$ 4,714	4.00%	\$ 3,192	4.00%	\$ 1,982	4.00%	\$ 3,340	4.00%	\$ 4,054	4.00%	\$ 5,533	4.00%	\$ 3,340	4.00%	\$ 3,910	4.00%
Total Burger King Expenses	\$ 153,729	17.04%	\$ 21,169	14.06%	\$ 10,016	8.50%	\$ 25,286	20.03%	\$ 18,916	19.00%	\$ 17,550	21.02%	\$ 27,816	17.58%	\$ 16,293	18.45%	\$ 17,220	20.61%	\$ 18,761	19.19%
General & Administrative Expenses																				
Mileage	\$ 217	0.02%	\$ -	0.00%	\$ 217	0.28%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Medical	\$ 548	0.06%	\$ -	0.00%	\$ 190	0.16%	\$ -	0.00%	\$ 90	0.09%	\$ -	0.00%	\$ -	0.00%	\$ 230	0.26%	\$ 38	0.05%	\$ -	0.00%
Credit Card Charges	\$ 4,712	0.52%	\$ 1,359	0.89%	\$ 373	0.32%	\$ 980	1.23%	\$ 1,056	1.06%	\$ 727	0.87%	\$ 1,175	1.16%	\$ 1,149	1.30%	\$ 1,026	1.23%	\$ 587	0.60%
Office	\$ 69	0.01%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ 69	0.08%	\$ -	0.00%
POS/Menu System	\$ 680	0.08%	\$ 300	0.20%	\$ 9	0.01%	\$ 117	0.15%	\$ 39	0.04%	\$ 39	0.05%	\$ 227	0.13%	\$ -	0.00%	\$ 39	0.05%	\$ -	0.00%
Maintenance & Repairs	\$ 1,873	0.21%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ 339	0.41%	\$ 2,504	1.48%	\$ -	0.00%	\$ -	0.00%	\$ 30	0.03%
IT	\$ 450	0.05%	\$ 50	0.03%	\$ 50	0.04%	\$ 50	0.06%	\$ 50	0.05%	\$ 50	0.06%	\$ 50	0.05%	\$ 50	0.06%	\$ 50	0.06%	\$ 50	0.05%
Utilities	\$ 13,616	1.51%	\$ 1,500	1.00%	\$ 1,180	1.00%	\$ 1,200	1.50%	\$ 1,200	1.21%	\$ 1,155	1.38%	\$ 1,824	1.80%	\$ 1,625	1.84%	\$ 2,070	2.48%	\$ 1,862	1.90%
Phone	\$ 1,170	0.13%	\$ 130	0.09%	\$ 130	0.11%	\$ 130	0.16%	\$ 130	0.13%	\$ 110	0.13%	\$ 110	0.13%	\$ 130	0.15%	\$ 130	0.16%	\$ 130	0.13%
Rent	\$ 5,732	0.64%	\$ -	0.00%	\$ 5,731	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Real Estate Taxes	\$ 2,951	0.33%	\$ -	0.00%	\$ 2,953	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Total General & Administrative Expenses	\$ 36,019	3.99%	\$ 3,379	2.28%	\$ 10,833	9.19%	\$ 2,487	3.12%	\$ 2,605	2.62%	\$ 2,440	2.92%	\$ 5,010	4.94%	\$ 3,184	3.61%	\$ 3,422	4.08%	\$ 2,659	2.72%
Net Income	\$ 262,415	18.00%	\$ 41,127	27.31%	\$ 15,831	11.41%	\$ 11,051	13.85%	\$ 22,705	22.40%	\$ 10,174	12.18%	\$ 22,861	22.56%	\$ 11,425	22.94%	\$ 9,976	11.94%	\$ 17,665	18.07%

#### **Notes to Balance Sheet**

As soon as the court order was signed on October 8, 2016 employing Aldridge Chaseswater, LLC, Joan deSouza Frank Phelps as accounting and business consultants, the added task of reconstructing the formal books of accounts began to emerge. Starting September 22, 2016 the task of reconstructing the books began prior to the court order by focusing on balances owed to all creditors, making sure payroll for +250 employees were properly taken care of including making sure all payroll taxes were all current, sanitation measures were all current, sanitation measures were properly carried out, and in compliance with applicable laws, studying an efficient electronic accounting reporting system to be installed, a necessity to protect the financial investment made by all. Since date of filing on October 6, 2016 the process has been accelerated.

Please note that no reliable historical books of accounts exist and therefore beginning October 6, 2016 and continuing forward are being developed and thus requiring further amendments to presented financial statements may occur from time to time as further information unfolds.

#### **Current Assets**

**Cash on Hand** as shown is kept at each store in a secured manner under control of each store manager and is signed off daily as counted each evening.

**Cash in Bank** as shown has been verified with US Bank demonstrated by a paper trail bank statement and transaction journal prepared independently by US Bank and signed off by a banking official.

**Inventory** is not shown but rather expensed off to each store because there is very little shelf life that can be assigned to either perishable there is very little shelf life that can be assigned to either perishable food and paper items.

**Fixed Assets, Leasehold Improvements and Franchise Fee** have not been depreciated or amortized at this point in time until such time as an inventory can be concluded disclosing purchase can be concluded disclosing purchase can be concluded disclosing purchase dates and a detailed list of said assets,

#### **Other Assets**

The amount due from Peterson has been estimated until investigation is completed determining the correct amount to be recovered

#### **Liabilities**

All creditors' amounts due were taken from court records and/or company records and will be amended from time to time as new information surfaces.

#### **Capital**

Because no reliable historical records are available, the amount so stated will be amended once new data can be verified.

Note 1 to Income Statement

P3, LLC  
Schedule in Support of Reported Sales  
31 Days Ending October 31, 2016  
(Source: RK Technology)

		Store Numbers	139	2423	2794	2920	3519	3970	4006	4669	13662
Total Sales for October	\$	902,270	\$ 150,590	\$ 117,841	\$ 79,798	\$ 99,560	\$ 83,499	\$ 101,353	\$ 88,317	\$ 83,567	\$ 97,745
			Total October Sales by Day								

Grand Total		\$902,270
October	1 Sat \$ 32,124	16 Sun \$22,188
October	2 Sun \$ 25,582	17 Mon \$26,647
October	3 Mon \$ 29,505	18 Tue \$26,265
October	4 Tue \$28,795	19 Wed \$ 30,132
October	5 Wed \$31,499	20 Thu \$ 32,076
October	6 Thu \$31,358	21 Fri \$33,977
October	7 Fri \$34,534	22 Sat \$25,901
October	8 Sat \$ 29,829	23 Sun \$22,722
October	9 Sun \$22,990	24 Mon \$ 2,6208
October	10 Mon \$25,997	25 Tue \$27,245
October	11 Tue \$28,154	26 Wed \$30,002
October	12 Wed \$28,465	27 Thu \$32,824
October	13 Thu \$30,400	28 Fri \$37,164
October	14 Fri \$ 35,093	29 Sat \$30,712
October	15 Sat \$28,055	30 Sun \$ 25,411
		October 31 Mon \$30,415

The Chapter 11 was filed on October 6, 2016. There was a delay in transferring bank balances to new Debtor in Possession new accounts. The Store managers did not switch making daily deposits to the new accounts until October 17 and in one case October 18. This fact plus having no accurate General Ledger makes this first report almost impossible to complete. However original sources of information were used to make the first report as transparent and accurate as possible.

Note 2 to Income Statement

Cost of Goods Sold was reported from actual invoices developed from vendor invoices.

Payroll was developed from reports received from PAYCHEX System an outsource service

Burger King payments are seperated as a cost control meaeasure and is subject to a Statement to be received from Burger King verifying amounts due.

General & Administrative expenses are estimated or developed from actual invoices depending on information available for each item. All are subject to amendment as new information is received.

P3, LLC  
(Debtor in Possession)  
Cash Flow Statement General (7225)  
For 25 Days Ending October 31, 2016

Cash Flows from Operating Activities		
Operating Income	\$ -	
Sales Tax Payable All Stores	\$ (70,703)	
Decrease in accounts Payable All Stores	\$ (96,050)	
Net Cash Flow from Operating Activities for Store 2423	\$ (5,000)	\$ (171,753)
Cash Flows from Investing Activities		
Cash Deposit used to Open Debtor in Possession Main Account	\$ 125	
Net Cash Flow from Investing Activities	\$ -	\$ 125
Cash Flows from Financing Activities		
Decrease in Notes Payable-Elements	\$ (16,428)	
Net Cash Flow from Financing Activities	\$ -	\$ (16,303)
Net Change in Cash	\$ -	\$ (171,628)
Beginning Cash Balance	\$ 367,484	
Ending Cash Balance	\$ 179,553	



Q3 Foods, LLC  
Projected Income and Expenses  
October 7 to December 31, 2015

Store Numbers	All Stores	% to Sales Store 138	Store 2423	% to Sales Store 2794	% to Sales Store 2928	% to Sales Store 3513	Store 3970	% to Sales %	Store 4006	% to Sales %	Store 4089	% to Sales %	Store 15652	% to Sales %
Gross Sales	\$ 2,380,469	8.00%	\$ 398,167	100.00%	\$ 251,483	100.00%	\$ 228,634	100.00%	\$ 236,219	100.00%	\$ 215,680	100.00%	\$ 264,142	100.00%
Cost of Goods Sold	\$ 604,775	8.00%	\$ 100,801	25.31%	\$ 58,515	23.11%	\$ 66,474	29.04%	\$ 59,787	25.31%	\$ 57,122	26.51%	\$ 66,854	25.31%
Gross Profit	\$ 1,775,694	8.00%	\$ 297,366	74.69%	\$ 192,968	76.89%	\$ 162,160	70.96%	\$ 176,432	74.69%	\$ 158,558	72.49%	\$ 197,288	74.69%
Labor				8.00%										
Store Managers	\$ 114,695	4.80%	\$ 19,117	4.80%	\$ 9,580	4.80%	\$ 11,550	4.80%	\$ 10,838	4.80%	\$ 12,988	4.80%	\$ 12,579	4.80%
Crew	\$ 576,811	24.11%	\$ 94,734	24.11%	\$ 48,128	24.11%	\$ 63,698	24.11%	\$ 54,400	24.11%	\$ 54,414	24.11%	\$ 55,885	24.11%
Regional Managers	\$ 11,347	0.48%	\$ 1,851	0.48%	\$ 988	0.48%	\$ 1,367	0.50%	\$ 1,138	0.48%	\$ 1,352	0.50%	\$ 1,371	0.50%
General Managers	\$ 3,624	0.15%	\$ 574	0.15%	\$ 304	0.15%	\$ 374	0.16%	\$ 314	0.13%	\$ 347	0.16%	\$ 347	0.13%
CDI Expenses	\$ 21,494	0.91%	\$ 3,466	0.87%	\$ 1,816	0.91%	\$ 2,259	0.99%	\$ 1,956	0.83%	\$ 2,166	1.00%	\$ 2,166	0.83%
Payroll Taxes	\$ 1,000	0.04%	\$ 160	0.04%	\$ 86	0.04%	\$ 106	0.05%	\$ 90	0.04%	\$ 99	0.05%	\$ 100	0.04%
Payroll Insurance	\$ 63,263	2.68%	\$ 10,321	2.57%	\$ 5,440	2.73%	\$ 6,932	3.03%	\$ 6,068	2.57%	\$ 6,068	2.81%	\$ 6,068	2.26%
Total Labor	\$ 836,756	34.90%	\$ 137,002	34.40%	\$ 71,778	36.56%	\$ 91,465	39.56%	\$ 80,067	35.15%	\$ 80,067	36.56%	\$ 80,067	30.31%
Budget King Expenses														
Royalties	\$ 107,536	4.50%	\$ 17,621	4.50%	\$ 8,981	4.50%	\$ 11,785	4.50%	\$ 10,154	4.50%	\$ 12,171	4.50%	\$ 12,171	4.50%
Rent	\$ 158,069	6.28%	\$ 25,075	6.28%	\$ 12,819	6.28%	\$ 17,053	6.28%	\$ 14,075	6.28%	\$ 16,075	6.28%	\$ 16,075	6.28%
Real Estate Taxes	\$ 138,895	5.39%	\$ 21,769	5.39%	\$ 11,423	5.39%	\$ 15,217	5.39%	\$ 13,089	5.39%	\$ 15,217	5.39%	\$ 15,217	5.39%
Advertising	\$ 95,579	4.00%	\$ 15,811	4.00%	\$ 7,963	4.00%	\$ 10,486	4.00%	\$ 9,025	4.00%	\$ 10,486	4.00%	\$ 10,486	4.00%
Total Budget King Expenses	\$ 482,079	20.18%	\$ 68,677	17.24%	\$ 34,204	16.67%	\$ 46,491	20.18%	\$ 39,643	17.24%	\$ 46,491	20.18%	\$ 46,491	17.24%
General & Administrative Expenses														
Meals	\$ 2,700	0.11%	\$ 300	0.08%	\$ 150	0.08%	\$ 180	0.08%	\$ 150	0.08%	\$ 180	0.08%	\$ 180	0.08%
Medical	\$ 1,558	0.07%	\$ 178	0.04%	\$ 89	0.04%	\$ 111	0.05%	\$ 95	0.04%	\$ 111	0.05%	\$ 111	0.04%
Office	\$ 20,030	0.84%	\$ 3,338	0.84%	\$ 1,669	0.84%	\$ 2,161	0.95%	\$ 1,851	0.78%	\$ 2,161	1.00%	\$ 2,161	0.81%
Office Equipment	\$ 5,000	0.21%	\$ 833	0.21%	\$ 417	0.21%	\$ 541	0.24%	\$ 460	0.20%	\$ 541	0.25%	\$ 541	0.20%
POS/Menu System	\$ 1,319	0.06%	\$ 219	0.06%	\$ 110	0.06%	\$ 143	0.06%	\$ 122	0.05%	\$ 143	0.06%	\$ 143	0.05%
POS/Menu System	\$ 13,500	0.58%	\$ 2,250	0.58%	\$ 1,125	0.58%	\$ 1,463	0.65%	\$ 1,250	0.54%	\$ 1,463	0.68%	\$ 1,463	0.55%
Maintenance & Repairs	\$ 1,340	0.06%	\$ 223	0.06%	\$ 112	0.06%	\$ 146	0.06%	\$ 125	0.05%	\$ 146	0.07%	\$ 146	0.05%
IT	\$ 40,600	1.70%	\$ 6,760	1.70%	\$ 3,380	1.70%	\$ 4,400	1.95%	\$ 3,800	1.61%	\$ 4,400	2.03%	\$ 4,400	1.65%
Utilities	\$ 1,701	0.07%	\$ 283	0.07%	\$ 142	0.07%	\$ 183	0.08%	\$ 157	0.07%	\$ 183	0.08%	\$ 183	0.07%
W/C Insurance	\$ 1,107	0.05%	\$ 184	0.05%	\$ 92	0.05%	\$ 120	0.05%	\$ 103	0.04%	\$ 120	0.06%	\$ 120	0.04%
Liability Insurance	\$ 25,258	1.06%	\$ 4,041	1.06%	\$ 2,021	1.06%	\$ 2,628	1.19%	\$ 2,250	0.95%	\$ 2,628	1.23%	\$ 2,628	0.98%
Rent	\$ 5,781	0.24%	\$ 930	0.24%	\$ 465	0.24%	\$ 607	0.27%	\$ 520	0.22%	\$ 607	0.28%	\$ 607	0.23%
Real Estate Taxes	\$ 12,400	0.52%	\$ 2,000	0.52%	\$ 1,000	0.52%	\$ 1,300	0.58%	\$ 1,100	0.47%	\$ 1,300	0.60%	\$ 1,300	0.49%
Snow Removal	\$ 191,158	8.00%	\$ 31,851	8.00%	\$ 15,926	8.00%	\$ 20,901	9.38%	\$ 18,000	7.62%	\$ 20,901	9.65%	\$ 20,901	7.91%
Contingency	\$ 337,677	14.19%	\$ 55,573	14.19%	\$ 28,119	14.19%	\$ 36,888	16.38%	\$ 31,851	13.48%	\$ 36,888	16.95%	\$ 36,888	13.95%
Total General & Administrative Expenses	\$ 128,153	5.39%	\$ 20,214	5.10%	\$ 10,107	4.80%	\$ 13,253	5.86%	\$ 11,354	4.80%	\$ 13,253	6.13%	\$ 13,253	5.01%
Projected Net Income	\$ 128,153	5.39%	\$ 20,214	5.10%	\$ 10,107	4.80%	\$ 13,253	5.86%	\$ 11,354	4.80%	\$ 13,253	6.13%	\$ 13,253	5.01%